



DEPARTMENT OF THE NAVY
NAVAL FACILITIES ENGINEERING COMMAND
200 STOVALL STREET
ALEXANDRIA, VA 22332

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From: Commander, Naval Facilities Engineering Command
To: Distribution

Subj: TECHNICAL EVALUATION BOARD REPORTS

1. In fiscal year (FY) 96, NAVFAC awarded 35% of its contracts using the best value source selection process under requests for proposals (RFPs). This figure increased to 40% in FY97. By FY00, it is expected that 80% of our contract actions will be accomplished through RFPs. Our success in these negotiated procurements are partially attributable to our acquisition workforce's attendance at the Naval Facilities Contracts Training Centers (NFCTC) source selection course, CTC-415, has helped our acquisition workforce develop the skills and expertise necessary to successfully award the negotiated procurements increases, the demand for these skills and expertise will also increase.
2. Unfortunately a systemic problem has been observed in the technical evaluation step of our source selection process. Accordingly NFCTC was requested, with NAVFAC input, to develop a Technical Evaluation Board (TEB) Course to assist our TEB members.
3. Recent General Accounting Office decisions and Business Clearance Memorandums have shown that our TEBs are reluctant to use the solicitations' evaluation factors to discriminate between proposers. The TEB course will focus on the TEB member's responsibility to document the distinction of one proposal from another. In addition, it will discuss the increased demand for precise, thorough TEB input, which is crucial to the success of a best value procurement.
4. I fully expect that this course will soon be a requirement prior to serving on a TEB. The pilot of the course will be held in Alexandria in late May; representatives from your office will be asked to attend. After the pilot is conducted NFCTC will survey your offices to determine the best time for an onsite course. Any questions concerning the course should be directed to Amy Younts at (703) 325-7012 DSN 221-7012, or yountsac@hq.nayfac.navy.mil.

A handwritten signature in black ink, reading "Robert R. Boyer".

ROBERT R. BOYER
Director, Acquisition